1996 PARTNERS PROGRAM
Plan B Customer
Monthly Information Report

Ship-to Account Name: Grand Union Company

Month of March 1996

Ship-to Account Numbe 9671960

(Report in Cartons)

Company	March Purchases	March Ending Inventory
RJR	22,260	
P Mor	117,330	
BAT	18,120	
LOR	20,880	
Ug	2,040	
Other		
Total	180,830	

Account Reporting Procedures

Mandatory: Program Beginning Inventory (December 29, 1995)
Monthly Purchases by Manufacturer
Program Ending Inventory (June 29, 1996)

Each Partners Program participant must supply Program Beginning Inventory by manufacturer AND monthly purchases by manufacturer for each month in cartons of the Program period.

Optional: Program Interim Inventory

In order to accurately monitor the current status in achieving your Partners Program Share of Market goals, you may include a complete on-hand inventory as indicated. Upon receipt of this information, your RJRT account manager can provide a review of program results through the month indicated on this form.

Your RJRT account manager will advise you of how to communicate the monthly program information contained on this form.

51846 1419

Source: https://www.industrydocuments.ucsf.edu/docs/xply0000

1996 PARTNERS PROGRAM
Plan B Customer
Program Tracking
(Report In Cartons)

Ship-to Account Name: Grand Union Company

Updated Through Last Input: 4/18/96

Ship-to Account Number: 9671960

	12/29/95 Inventory	January Purchases	February Purchases	March Purchases	April Purchases	May Purchases	June Purchases	Current Month Inventory	To-Date Sales
RJR	4,194	27,330	13,830	22,260					
P Mor	18,790	117,230	61,830	117,330					
BAT	2,658	22,470	11,460	18,120					
LOR	3,262	26,430	13,590	20,880					
LIG	714	2,820	840	2,040					
Other									
Grand Total	29,618	196,280	101,550	180,630					

Base RJR SOM 14.0%

Ending RJR SOM *(To-Date)* _____

+ or - RJR SOM *(To-Date)* _____

Total RJR Purchases *(To-Date)* 63,420

Total RJR Sales *(To-Date)* _____

Grand Total Sales *(To-Date)* _____

RJR Ending SOM *(To-Date)* _____

RJR Representative _____ **Date** _____

Ship-to Account Representative _____ **Date** _____

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Source: https://www.industrydocuments.ucsf.edu/docs/xply0000

PARTNERS Program Final Evaluation Form - Plan B - Period: January - June, 1996

Updated Through Last Input: 4/18/96

Ship-to Account Name: Grand Union Company

Ship-to Account Numbe 9671960

Category I

Customer SOM Determination:

Performance Approval: _____

RJR Beginning Period Base SOM: 14.0%

RJR Ending Program Period SOM: 13.3%

Result (+ / -): -0.7%

RJR Sales Less Than 105% of Purchases: NO *(Qualifying sales recalculated at 105% of purchases)*

RJR Qualified # of Cartons Sold	Rate/Carton	Category I Payment
66,591	$0.00	$0

Category II

RJR Qualified # of Cartons Sold	Rate/Carton	Category II Payment
66,591	$0.00	$0

Total

RJR Qualified # of Cartons Sold	Rate/Carton	Category II Payment
66,591	$0.00	$0

Participant Signature	Title	Date
R. J. Reynolds Tobacco Company	Title	Date

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Source: https://www.industrydocuments.ucsf.edu/docs/xply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF MARCH 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
PD OF 03/09/96			
BROWN & WILLIAMSON	3,120		624,000
LIGGET GROUP	360		72,000
LORILLARD	3,060		612,000
PHILIP MORRIS	12,810		2,562,000
R J REYNOLDS	3,990		798,000
TOTAL	23,340		4,668,000
WK OF 03/16/96			
BROWN & WILLIAMSON	5,940		1,188,000
LIGGET GROUP	510		102,000
LORILLARD	7,170		1,434,000
PHILIP MORRIS	42,510		8,502,000
R J REYNOLDS	6,690		1,338,000
TOTAL	62,820		12,564,000
WK OF 03/23/96			
BROWN & WILLIAMSON	5,430		1,086,000
LIGGET GROUP	810		162,000
LORILLARD	7,050		1,410,000
PHILIP MORRIS	42,660		8,532,000
R J REYNOLDS	7,740		1,548,000
TOTAL	63,690		12,738,000

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Source: https://www.industrydocuments.ucsf.edu/docs/xply0000

NEW YORK CIGARETTE TAX
RESIDENT AGENT RETURN FORM CG-6

MONTH OF MARCH 1996

SCHEDULE "A" VENDORS

	CARTONS	X 200	CIGARETTES
PD OF 03/31/96			
BROWN & WILLIAMSON	3,630		726,000
LIGGET GROUP	360		72,000
LORILLARD	3,600		720,000
PHILIP MORRIS	19,350		3,870,000
R J REYNOLDS	3,840		768,000
TOTAL	30,780		6,156,000
WK OF			
BROWN & WILLIAMSON	0		0
LIGGET GROUP	0		0
LORILLARD	0		0
PHILIP MORRIS	0		0
R J REYNOLDS	0		0
TOTAL	0		0

SUMMARY FOR MONTH MARCH 1996

BROWN & WILLIAMSON	18,120		3,624,000
LIGGET GROUP	2,040		408,000
LORILLARD	20,880		4,176,000
PHILIP MORRIS	117,330		23,466,000
R J REYNOLDS	22,260		4,452,000
TOTAL	180,630		36,126,000

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Source: https://www.industrydocuments.ucsf.edu/docs/xply0000

1996 PARTNERS PROGRAM
Plan B Customer
Program Tracking
(Report in Cartons)

Ship-to Account Name: Grand Union Company

Updated Through Last Input: 3/14/96

Ship-to Account Number: 9671960

	12/29/95 Inventory	January Purchases	February Purchases	March Purchases	April Purchases	May Purchases	June Purchases	Current Month Inventory	To-Date Sales
RJR	4,194	27,330	13,830						
P Mor	18,790	117,230	61,830						
BAT	2,658	22,470	11,460						
LOR	3,262	26,430	13,590						
LIG	714	2,820	840						
Other									
Grand Total	**29,618**	**196,280**	**101,550**						

Base RJR SOM 14.0%

Ending RJR SOM *(To-Date)* _____

+ or - RJR SOM *(To-Date)* _____

Total RJR Purchases *(To-Date)* 41,160

Total RJR Sales *(To-Date)* _____

Grand Total Sales *(To-Date)* _____

RJR Ending SOM *(To-Date)* _____

RJR Representative _____ **Date** _____

Ship-to Account Representative _____ **Date** _____

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Source: https://www.industrydocuments.ucsf.edu/docs/xply0000

1996 PARTNERS PROGRAM
Plan B Customer
Monthly Information Report

Ship-to Account Name: Grand Union Company

Month of February, 1996

Ship-to Account Numbe 9671960

(Report in Cartons)

Company	February Purchases	February Ending Inventory
RJR	13,830	
P Mor	61,830	
BAT	11,460	
LOR	13,590	
Lig	840	
Other		
Total	101,550	

Account Reporting Procedures

Mandatory: Program Beginning Inventory (December 29, 1995)
Monthly Purchases by Manufacturer
Program Ending Inventory (June 29, 1996)

Each Partners Program participant must supply Program Beginning Inventory by manufacturer AND monthly purchases by manufacturer for each month in cartons of the Program period.

Optional: Program Interim Inventory

In order to accurately monitor the current status in achieving your Partners Program Share of Market goals, you may include a complete on-hand inventory as indicated. Upon receipt of this information, your RJRT account manager can provide a review of program results through the month indicated on this form.

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51846 1425

Source: https://www.industrydocuments.ucsf.edu/docs/xply0000